

EXHIBIT L

Sales Projection 623,000

RAYMOUR & FLANIGAN FURNITURE				
PERFORMANCE EVALUATION AND DEVELOPMENT FORM: Sales Associate				
Associate: <i>LARRY FRIEDMANN</i>		Year to Date Review - January 1st, 2011 through June 3rd 2011		
PART I: SALES PERFORMANCE				
Accountability	Budget	Actual	Variance (+/-)	Last YTD
Volume Written	\$386,250.00	<i>374,311-</i>	<i>-11,879-</i>	<i>322,105</i>
Volume Delivered	\$309,000.00	<i>250,670-</i>	<i>-58,324-</i>	<i>245,925-</i>
Discounts	7%	<i>12%</i>	<i>-5%</i>	
AGP \$\$\$	\$7,725.00	<i>-4,311</i>		<i>+1,521</i>
Platinum Protection	60%	<i>40.4</i>	<i>-3.6</i>	<i>49</i>
Average \$ per Sale	\$1,580.00	<i>1,671-</i>	<i>+171</i>	<i>1,830</i>
Store Bedding Sales	\$51,697.00	<i>32,918-</i>	<i>-18,779-</i>	<i>33,329-</i>
Prospecting - Minimum 5 Appnts/\$5000 written weekly average <i>6 wks</i>	\$5,000/week	<i>524-</i>	<i>-4,476</i>	
Ups <i>555</i>	Closes <i>186</i>	% <i>33%</i>	TO's <i>66</i>	Prospects <i>91</i>
Exception Updates	Lateness <i>5</i>	Absenteeism <i>0</i>		
GOALS AND DEVELOPMENT				
GOALS: (Define goals and objectives including a date to review to determine if goals were attained.)				
1.) <i>WRITTEN + DELIVERED BUSINESS NEEDS TO INCREASE TO MEET THE MINIMUM GOALS</i>				
2.) <i>BEDDING - BELOW REQUIREMENTS - NEEDS TO FOCUS WITH EACH CUSTOMER TO TRY & SELL BEDDING</i>				
3.) <i>PROSPECTING - EXTREMELY BAD - AVERAGE 524 OVER A 6 WK PER</i>				
4.) <i>DISCOUNTS + AGP - NEED TO RAISE THE LEVEL IN BOTH OF THESE AREAS</i>				
MANAGER'S COMMENTS: <i>LARRY IS BELOW AVERAGE IN ALL AREAS - HE NEED TO DO AND IMMEDIATE TRAIN AROUND.</i>				
ASSOCIATE'S COMMENTS:				
SIGNATURES: <i>Clarence Friedman</i>				
Associate Signature		Date		
Managers Signature		Date		
Additional Comments				

E-BoB OVERVIEW

6/6

10/10

12/12

11/1